

Local Market Update for August 2025

Provided by the North San Diego County REALTORS®.

NORTH SAN DIEGO COUNTY REALTORS®



Market Statistics

92067 - Rancho Santa Fe

North San Diego County

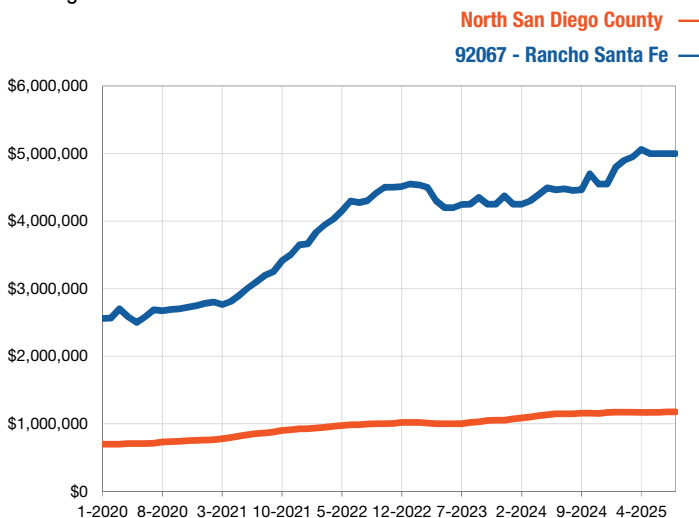
Detached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	29	21	- 27.6%	316	341	+ 7.9%
Pending Sales	10	13	+ 30.0%	153	158	+ 3.3%
Closed Sales	9	13	+ 44.4%	154	154	0.0%
Days on Market Until Sale	36	50	+ 38.9%	56	56	0.0%
Median Sales Price*	\$5,100,000	\$4,250,000	- 16.7%	\$4,452,500	\$5,000,000	+ 12.3%
Average Sales Price*	\$5,084,444	\$4,870,385	- 4.2%	\$5,392,295	\$5,805,469	+ 7.7%
Percent of Original List Price Received*	95.4%	93.0%	- 2.5%	93.4%	92.9%	- 0.5%
Percent of List Price Received*	96.0%	95.5%	- 0.5%	95.5%	95.3%	- 0.2%
Inventory of Homes for Sale	114	99	- 13.2%	--	--	--
Months Supply of Inventory	8.9	7.5	- 15.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Attached Single-Family	August			Rolling 12 Months		
Key Metrics	2024	2025	Percent Change	Thru 8-2024	Thru 8-2025	Percent Change
New Listings	1	0	- 100.0%	6	6	0.0%
Pending Sales	0	0	--	4	4	0.0%
Closed Sales	0	0	--	4	4	0.0%
Days on Market Until Sale	0	0	--	23	31	+ 34.8%
Median Sales Price*	\$0	\$0	--	\$2,175,000	\$2,112,500	- 2.9%
Average Sales Price*	\$0	\$0	--	\$2,237,500	\$2,075,000	- 7.3%
Percent of Original List Price Received*	0.0%	0.0%	--	96.2%	95.0%	- 1.2%
Percent of List Price Received*	0.0%	0.0%	--	96.2%	97.0%	+ 0.8%
Inventory of Homes for Sale	3	2	- 33.3%	--	--	--
Months Supply of Inventory	3.0	1.0	- 66.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Sales Price – Detached Single-Family
Rolling 12-Month Calculation



Median Sales Price – Attached Single-Family
Rolling 12-Month Calculation

